

# Las Vegas Chamber of Commerce Business Voice

A Member Publication

July 2009 | Volume 29 Number 7

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## Chamber gets reform passed during legislative session

**M**ore than 1,000 bills made their way through the 75th Nevada Legislative Session. The Las Vegas Chamber of Commerce was there from day one driving forward key policy improvements and fighting to defeat potentially-detrimental bills for the business community.

First and foremost, the Legislature enacted many of the reforms the Chamber has been advocating for over the past year. Senate Bill 427 that was passed revises provisions governing the Public Employees' Retirement System and the Public Employees' Benefits Program, and brings transparency and accountability to the collective bargaining process.

"Reforming PERS and PEBP is a great accomplishment for taxpayers and a victory for future generations," says Steve Hill, chairman of the Chamber's Board of Trustees. "The legislation reduces some of the long-term pressure on taxpayers and will reduce the state's unfunded liability for future public employees' benefits and eventually bring local government pay more in line with state employees and the private sector."

In addition to enacting meaningful reform, lawmakers also addressed the State's significant budget shortfall, enacting a plan that included cutting expenditures, and

raising additional revenue primarily through increases in the Modified Business Tax (MBT) or payroll tax, increasing business license fees, sales tax and vehicle registration fees.

Included in this plan was a tax *decrease* for small businesses, achieved by lowering the MBT rate from 0.63 percent to 0.5 percent for the first \$250,000 of payroll for all businesses. The Legislature estimates more than half of all Nevada businesses have payrolls of less than \$250,000. The MBT will rise from 0.63 percent to 1.17 percent for every dollar of payroll in excess of \$250,000.

In addition, the Chamberto advocated on your behalf and help defeat many bills that would have harmed

**"Reforming PERS and PEBP is a great accomplishment for taxpayers and a victory for future generations"**

businesses.



• Played an important role in defeating AB 495, the trial lawyers' attempt to overturn Nevada's medical malpractice reform laws. Defeating this bill prevented a rise in medical insurance premiums and serious deterioration in the availability of high quality health care in Nevada, especially from doctors in high-risk specialties.

• Prevented a significant increase in workers'

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We're taking steps that will help  
shrink Nevada's carbon footprint.



That includes investing more in energy efficiency and conservation programs, as well as developing more renewable energy resources here in our state, like solar, wind and geothermal. Because Nevada needs more than a power company. We need a vision for our energy future. For further steps we can all take, go to [NVEnergy.com](http://NVEnergy.com).



# BizPAC is your best bet to promote a pro-business agenda

By Hugh Anderson, Chairman, Government Affairs Committee

The 2009 Nevada State Legislative session is over and I am proud to report that the Las Vegas Chamber of Commerce was successful in working to pass meaningful long-term reform and defeating anti-business legislation.

Significant portions of the Chamber's reform agenda include changes to public employees' retirement and benefits plans, and revisions that will bring more accountability and transparency to the collective bargaining process.

One of the key reasons for this record of success in these efforts is BizPAC, the fundraising mechanism for the Chamber's political action endeavors. BizPAC was instrumental in helping the Chamber support pro-business lawmakers, communicating the needs of the business community and laying the groundwork as we entered the Legislative session.

The purpose of BizPAC is to provide the financial

resources necessary to

- Help elect business-friendly policymakers
- Worked to pass laws that protect business
- Ensure that your interests are kept in front of elected officials
- Advocate on behalf of your business
- Educate members and the community about the impact of legislation

Let's be honest: effective advocacy takes money. It isn't enough to have a good position on important issues; the political reality is that it takes financial resources to ensure that pro-business candidates have enough money to win, that messages can be communicated to the general public, that awareness is raised on important issues that affect our economy, the business community, taxpayers and employees.

BizPAC gives Chamber members an edge in the public policy arena. Your investment in BizPAC allows the

*continued on page 27*



**Hugh Anderson**  
Chairman, Government Affairs  
Committee

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### Editorial Policy:

The Las Vegas Chamber of Commerce welcomes input, ideas and suggestions from our members. As with any periodical, we must adhere to strict deadlines and we reserve the right to edit all materials submitted for publication. Commentaries that are marked as such do not necessarily reflect the opinion or position of the Chamber, its trustees or employees. The Chamber cannot guarantee the validity or accuracy of the contents of paid advertisements. Questions or concerns about content of *The Business Voice* can be addressed to Vice President of Marketing, Las Vegas Chamber of Commerce, 6671 Las Vegas Blvd. South, Suite 300, Las Vegas, NV 89119.

### Helpful Hints:

- Limit the number of releases you send to the single most important happening in your organization.
- No advertisements will be printed in the Member News section.
- No phone numbers will be listed in the Member News section, with the exception of non-profit organizations.
- Outdated material will not be published.
- Membership dues must be current for submissions to be printed.
- The Chamber reserves the right to make the final edit on all submissions.

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## SBA Administrator speaks at Chamber on July 1



**Karen Mills**

Karen G. Mills, administrator of the U.S. Small Business Administration, will be at the Las Vegas Chamber of Commerce on Wednesday, July 1, from 4:00 – 5:15 p.m.

Mills will lead a roundtable discussion with Chamber members on SBA programs and will share how small businesses can access these programs. This is a great opportunity for members to hear first-hand about valuable ways the SBA can assist small businesses. The event is free, but an RSVP is required. To register, go to [www.lvchamber.com](http://www.lvchamber.com) or call 702.641.5822.

### The Chamber and SCORE continue free counseling to troubled businesses

The Las Vegas Chamber of Commerce and SCORE, the Corp of Retired Business Executives, is continuing its efforts to assist Chamber member businesses with economic-related issues.

- Members are being offered free one-on-one counseling sessions in which they have the opportunity to discuss concerns about their businesses with qualified, seasoned professionals.
- In addition to providing both on-the-spot assistance and access to additional resources, SCORE is also providing free on-site assessments of businesses.
- SCORE is providing direction to members on how to go about obtaining funding available through various government-funded stimulus programs.

One hour counseling is available on Tuesdays throughout the year at the Chamber offices in Town Square. To schedule an appointment, contact Member Services at 702.641.5822. (Please visit [www.lvchamber.com](http://www.lvchamber.com) and read the Calendar of Events in each month's *The Business Voice* for additional details.)

### Chamber announces new Merchant Service program in partnership with Heartland.

Are you looking for a company that offers credit/debit card processing solutions? Chamber members that accept credit/debit cards can save 10-30 percent on their processing fees with the Chamber's Merchant Services Program.

The Las Vegas Chamber of Commerce has entered into an exclusive Merchant Services partnership program with Heartland Payment Systems. The Chamber has chosen Heartland because:

- It is a consultative business partner who can help you navigate the complexity of managing your card acceptance.
- It offers local face-to-face relationship managers and servicing managers who are knowledgeable about the industries we serve.
- It has excellent customer service via a help desk available 24/7/365.

### Las Vegas Chamber of Commerce members will receive:

- 100 percent Interchange-Plus Pricing with no surcharging of interchange and disclosure of all costs and fees
- A three (3) year rate guarantee
- Technology products designed specifically for your business
- Online access to your account including detailed information regarding transactions, batches, ACH deposits, charge backs and month-end statements

Heartland is a Las Vegas Chamber of Commerce member and offers competitive customized credit/debit card to Chamber members, which includes an exclusive pricing structure that is easy-to-understand and offers significant savings by reducing, and in many instances eliminating, traditional payment processor fees.

Heartland is the founding supporter of The Merchant Bill of Rights, a public advocacy initiative that educates merchants about fair credit and debit card processing practices. For more information, visit [www.heartlandpaymentsystems.com/leslieharris](http://www.heartlandpaymentsystems.com/leslieharris) and the [www.MerchantBillOfRights.com](http://www.MerchantBillOfRights.com).

Call Les Harris at Heartland Payment Systems, at 702.982.5838 to provide a free no obligation analysis of your statement for credit card and/or payroll processing or e-mail at [leslie.harris@e-hps.com](mailto:leslie.harris@e-hps.com) or at [www.heartlandpaymentsystems.com/leslieharris](http://www.heartlandpaymentsystems.com/leslieharris)


### Online options make paying membership dues a snap

It's now easier than ever to pay your Chamber membership dues. Options include online payment, pre-payment or annual or month-by-month payment plans. For more information on creating a dues payment plan that fits the unique budget of your organization, go to [www.lvchamber.com](http://www.lvchamber.com).

### Chamber on Twitter, Facebook

The Chamber is utilizing social media to keep you up-to-date on the latest Chamber and business news. You can follow the Chamber on Twitter at [LVChamber](https://twitter.com/LVChamber).

*continued on page 29*




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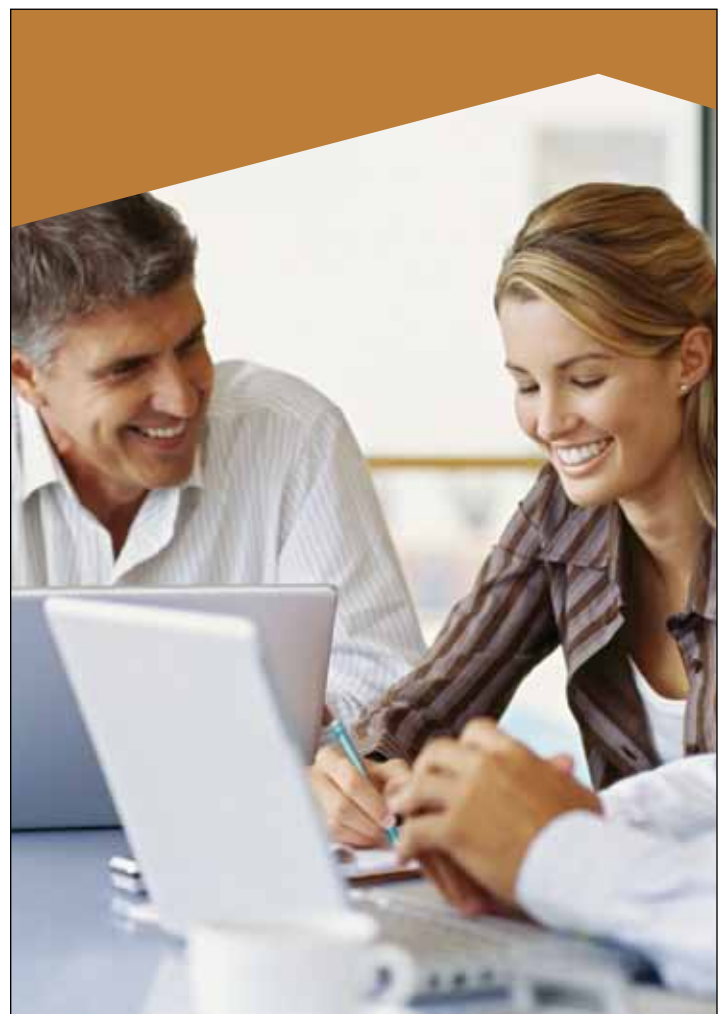
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# Economic Recovery & Reinvestment Act of 2009 filled with small business opportunities

By Harry Reid, United States Senator for Nevada



**Senator  
Harry Reid**

**N**o one is immune to the pain of the terrible recession we're experiencing, least of all the small business owners of Nevada. As consumer spending continues to dip, it becomes increasingly difficult to meet your overhead while still providing a quality product or service, along with a good wage and health coverage for your employees. Many smaller businesses face tough decisions about cutting staff or staying open altogether.

I am aware how much the thousands of small businesses in the Las Vegas Chamber of Commerce are hurting. Those of us in our delegation who voted for the recently passed economic recovery act pushed hard to make sure it includes many ways for you to get assistance now. We've already seen hundreds of millions of dollars come to Nevada in recovery funding, just a fraction of the \$1.5 billion on the way.

The economic recovery packages takes aim at freeing up lending for small businesses, notably through the Small Business Administration (SBA), as well as eliminating fees for many types of loans and providing significant tax relief. We also included the provision that allows businesses temporary relief from the tax on cancelled debt by deferring full payment for up to 10 years.

We know many Nevadans would like help interpreting what is available through the economic recovery act and then applying for it. This is why I created the American Recovery and Reinvestment Act of 2009 Resource Guide – a step-by-step booklet for Nevadans to get the assistance they need. You can access this guide through my Web site here: <http://reid.senate.gov>.

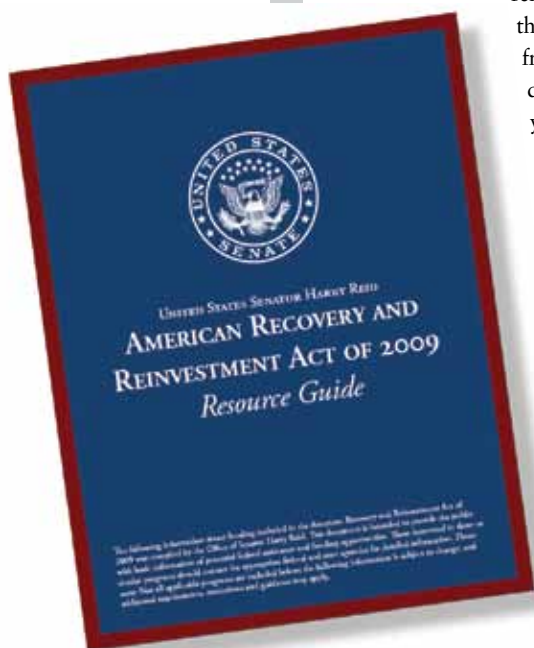
Following are some key provisions of the economic recovery act targeted to small business:

- Provides \$375 million to temporarily eliminate fees associated with 7(a) and 504 loans, which make up 40 percent of all long-term capital to small businesses and helped to create or retain more than 544,000 jobs last year. This change could stimulate as much as \$20

billion in new loans.

- Allows the SBA to temporarily raise the loan guarantee level to 90 percent for 7(a) loans, providing a higher level of protection for small business lenders who have tightened their lending standards. Also increases the SBA's lending authority for 7(a).
- Allotted \$6 million for loans to micro-businesses (typically businesses with fewer than 10 employees). This funding will leverage \$51 million in microloans.
- Changes the SBA's second largest loan program, 504, to allow refinancing of an existing business debt. The 504 program offers fixed interest rates for up to 20 years for fixed assets such as real estate, buildings and equipment. This change will give small businesses access to affordable capital when they need better terms and allow them to access some of the capital in their business to survive the recession. The Recovery Act also updated the job creation requirement, making it possible for more businesses to qualify for 504 financing and increased SBA's lending authority for this program.
- Provided \$15 million for surety bonds, usually helpful to contractors in the construction industry, and raised the maximum amount of contracts backed by surety bonds from \$2 million to \$5 million, and in some cases up to \$10 million. This will help small businesses access another \$6.5 billion in federal contracts.
- Created a program to help thaw the secondary market by allowing the SBA to make loans to broker-dealers, who in turn would purchase additional 7(a) loans. Also allows the SBA to guarantee the first lien in 504 loans. This will unclog \$2 to \$3 billion for new loans.
- Stimulates the flow of venture capital in the SBA's Small Business Investment Company (SBIC) program, making it possible for SBIC funds to take about \$2.2 billion and invest in the most promising and fastest-growing small businesses.
- Businesses recover the cost of capital investments through depreciation deductions taken over the property's useful life. The ARRA extended the "bonus" depreciation allowance enacted in 2008 for an additional year. This provision allows businesses to immediately deduct one-half of the cost of property put into service this year.
- Small businesses are allowed to immediately write-

*continued on page 8*



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## Sustainable recruiting saves money

By Doug Geinzer, Director of Online Classified Advertising, Recruiting Nevada/ Greenspun Interactive

With all the talk these days about making the world more sustainable for future generations, job searches and recruiting may seem like an unlikely space to get the “eco” treatment.



The Las Vegas Chamber of Commerce and Recruiting Nevada have diligently worked on the frontline to strengthen Nevada's economy through socially responsible employment recruiting. It's this big-picture philosophy that is keeping Recruiting Nevada, the state's largest Nevada-specific employment site, on the cutting edge of recruiting techniques, even eco-friendly ones.

After all, one of the simple facts about “going green” is that many of the practices that help the earth also help the bottom line. For example, according to the Environmental Protection Agency, if every home in America replaced just one bulb with an Energy Star-certified bulb, it would save enough energy to light more than three million homes for a year – at a savings of \$600 million in energy costs. Just like simple green tips for the home can save families money, smarter recruiting techniques, like those used by Recruiting Nevada, can save Nevada's communities money in the long run. Overall, the recruiting industry is rife with those who see opportunity – for themselves – during times of critical employment shortages.

When an industry or profession sees a critical shortage, the unethical recruiters make a bad situation worse with their methods. The cost and social impact of this on society is huge. Initially, the result of aggressive recruiting seems good for employers and positions are filled. Higher wages are almost perceived as an economic stimulus package. But at the end of the day, someone has to pay for that increase, and it is then realized that the community is not

only paying for the increased wages, but the aftermath. However, when that method of recruiting is exhausted, the offering of sign-on bonuses becomes more prevalent. Soon afterward, mass turnover occurs throughout all industries as professionals jump from job to job, acquiring sign-on bonuses, which, in turn, causes an unnecessary spike in the cost of labor and a decreased quality. These costs are then passed on to the community.

Through socially responsible recruiting, or green recruiting, Recruiting Nevada focuses its efforts on attracting out-of-market jobseekers to Nevada jobs, creating a more sustainable workforce for Nevada.

If we recruit from markets where the economy is stagnant and jobseekers see Nevada as a true opportunity, they will move here without the expectation of earning double their previous salary. They will be OK with earning the same income while enjoying a higher quality of life.

Recruiting Nevada focuses on emphasizing Nevada's wide variety of job opportunities, the state's educational opportunities, easy access to world-class entertainment, eating and shopping opportunities, tax structure, and its central location within the Southwest. The company also encourages others to support green recruiting.

So what do I see green recruiting becoming? I see a culture that resists the urge to engage recruiters who support cannibalization of the local market. A culture where employers spend more time building an environment in which employees enjoy working. A culture where competitors within an industry come together and agree not to aggressively recruit from one another. A culture where businesses collaborate to improve the image of their profession, and thus, of Nevada. ■

## Recovery & Reinvestment Act... *continued from page 6*

off the cost of certain capital expenditures instead of deducting these costs over several years. Certain small businesses can write off as much as \$250,000 of capital expenditures in 2008. The ARRA extended this provision for 2009 to make it easier for small businesses to quickly recover the costs of their investments.

- Losses incurred by businesses may be carried back to the two previous years to recover income tax paid on earnings in those years. The ARRA expanded the carryback period to five years to allow certain small businesses to recapture a greater amount of prior-

paid taxes.

- Taxpayers selling certain small business stock may exclude one-half of any gain on the sale from taxable income. ARRA increases the percentage of gain excludible to 75 percent for stock issued after February 11, 2009 and before January 1, 2011.

We are working every day to put Nevada's economy on the right track, and I know this cannot happen without giving small businesses the access to lending and tax fairness they need to create the jobs that drive our state. ■



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## Nevada employment and labor law posters

Sizes: 24" x 36"  
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## Nevada's minimum wage set to increase July 1

**A**s of July 1, 2009, the minimum wage for Nevada employees who receive qualified health benefits from their employers will increase from \$5.85 per hour to \$6.55 per hour. The minimum wage for employees who do not receive health benefits will increase from \$6.85 per hour to \$7.55 per hour. The incremental increase was established in 2006 by an amendment to the Nevada Constitution. Additional adjustments to the minimum wage may take place in the future, and will be determined based on cumulative increases to the federal minimum wage and the consumer price index.

The Nevada Labor Commissioner's office has a wealth of information related not only to the July 1 increase, but to additional details related to employment issues in Nevada. The site can be accessed at <http://www.laborcommissioner.com>. Hard copy form is available by request to the Labor Commissioner's office.

### Stay compliant with Nevada labor law posters, available from the Chamber

The Chamber offers a variety of "all-in-one" posters that detail a number of key points of Nevada employment and labor law. Our Nevada State "All in One" poster is available for \$15.99 (plus S&H) and includes information related to the following:

- Safety and health protection on the job
- Emergency phone numbers
- Discrimination in employment
- Wage and hour laws
- Unemployment insurance
- Nevada payday notice
- Workers' compensation
- Lie detector tests

**Federal Posters are available for \$12.99 (plus S&H) and include information related to:**

- Equal Employment Opportunity
- Family and Medical Leave
- OSHA
- Minimum Wage
- Polygraph Protection Act
- USERRA

"Combination packages" provide both the state and federal posters for just \$22.99 (plus S&H). For more information call 702.641.5822 or visit the Chamber Store at [www.lvchamber.com](http://www.lvchamber.com). ■

## Increase revenue by doing business with Clark County

**I**f you've ever considered trying to secure government contracts, there's no better time to educate yourself about the financial possibilities associated with doing business with Clark County.

**Clark County purchases a great variety of goods and services, including the following:**

- Commodities required to develop and maintain existing facilities and department operations
- Construction projects
- General & professional services

Both formal and informal bidding processes are utilized, depending on the size, scope and anticipated price of a project. The county works in good faith to utilize minority-owned, woman-owned, physically and mentally challenged-owned and small businesses located in Las Vegas whenever possible.

### Learn when & how to bid:

Bid opportunities and requirements are posted at

[www.accessclarkcounty.com](http://www.accessclarkcounty.com), in the "Legal Notices" section of the Las Vegas Review-Journal, and are available by fax. Almost every formal bid or request for proposal (RFP) has a scheduled "pre-bid" or "pre-proposal" conference to provide prospective bidders with the information they need to prepare and submit a competitive bid.

### What requirements will I need to meet?

While every project and bid proposal is different, various projects may require a certain level of experience or certain licenses and certifications and insurance and/or liability coverage.

### For more information:

Clark County Purchasing & Contracts  
(a division of the Finance Dept.)  
Clark County Government Center  
500 S. Grand Central Pkway., 4th Floor  
General information: 702.455.2897  
Fax-on-demand: 702.386.4914  
Web site: [www.accessclarkcounty.com](http://www.accessclarkcounty.com) ■

# Join the Chamber as we recognize outstanding achievement in small business



## Winners will be announced in five categories

- Small Business of the Year
- Innovative Business of the Year
- Green Business of the Year
- Non-Profit Business of the Year
- Entrepreneur of the Year

## The Annual BIZ E's Award Luncheon September 17, 2009

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[www.lvchamber.com](http://www.lvchamber.com) or call 702.641.5822 for more information.

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## Exclusive Office Depot discount program saves members 15-25% a year

**A**re you still paying full price for your office supplies? If you are, you're paying far too much. All members of the Las Vegas Chamber of Commerce are eligible to participate in a **FREE** Office Depot discount plan that can save you as much as 15-25 percent on total annual office supply expenditures!

### How does it work?

The Chamber's Office Depot Chamber Discount Program assists members by customizing their most common office supply purchases to help them save money. The program provides member participants with 200 of the most commonly used business office products at Chamber discount prices that are included in the customized process. The program is set up so the member participant can use either their personal or business credit card or enroll for account billing for their purchases.

### Special features:

Additional features of this program include:

- On-line, fax and telephone ordering
- Next-day delivery

- Monthly reports to help you monitor your expenses
- Broad array of promotional products, customizable with your organization's name, logo or slogan
- Computer and technology solutions from Tech Depot™
- Design, printing and shipping for all of your document needs
- Office furniture ranging from basic to designer-brand, even custom orders

### How do I sign up?

All Chamber members can sign up online via [www.lvchamber.com/ChamberOffice-Depot](http://www.lvchamber.com/ChamberOffice-Depot) or through the Chamber Web site, [www.lvchamber.com](http://www.lvchamber.com) and click the Office Depot link under "Member Benefits," where you will be able to complete your application online. Once you have joined the Chamber Office Depot Program, an Office Depot Account Manager will contact you to enroll your card. Your Office Depot Account Manager will work with you to create a customized pricing program that fits your organization's spending habits.

The Chamber's Office Depot Discount Program is a cost-saving benefit open exclusively to members of the Las Vegas Chamber of Commerce. It's free, and it's easy! Sign up today! For more information, call 702. 641.5822. ■

## SBA launches ARC Loans for struggling businesses

### What are SBA ARC Loans?

The ARC (America's Recovery Capital) loan program is an entirely new, temporary program authorized by the Economic Recovery & Reinvestment Act of 2009 to help viable small businesses bridge troubled economic waters. ARC loans are business stabilization loans up to \$35,000. ARC loans are deferred payment, no-interest loans to small businesses needing short-term help to make their principal and interest payments on existing, qualified non-SBA loans. ARC loans help businesses free up funds that can be used for working capital.

### Who makes ARC loans?

ARC loans will be made by commercial lenders (not SBA directly), and carry a 100 percent SBA guarantee to the lender, with no associated SBA fees. Existing SBA lenders are eligible to make ARC loans.

### What kinds of businesses will ARC loans benefit?

The program is for "viable" businesses - businesses that need some help today to pay interest and principal on an existing non-SBA loan.

### What are the features of ARC loans?

- No SBA fees

- Loans are disbursed over six months to pay principle and interest on pre-existing non-SBA loans, followed by 12 months during which no repayment is required.
- After the 12-month deferral period, the borrower pays back only the ARC loan principal over a period of up to five years.
- No repayment of interest is required.
- Funds may also be used for other business debt payments such as mortgages, lines of credit, capital leases, credit card obligations and notes payable to vendors, suppliers and utilities.

This new ARC loan program is intended to give existing, viable small businesses who are suffering immediate financial hardship temporary relief to keep their doors open and get their cash flow back on track so they can retain existing jobs and ultimately create new jobs.

For additional information, go to [www.sba.gov](http://www.sba.gov) and click on the ARC loan icon. On the ARC loan page, you may also click on "Learn How SBA Can Help," enter your contact information and a local SBA representative will contact you to answer questions. ■





# Need a space? We have the place!



Spacious and state-of-the-art meeting spaces for any size business are available at the Las Vegas Chamber of Commerce EMBARQ® Conference Center.

Meeting spaces are available Monday-Friday, 8 a.m. to 5 p.m. Hourly, weekend and extended hour rates available upon request.

Contact Business Services at 702.641.5822



Las Vegas Chamber of Commerce

## Go Green. Save Green. Save \$200!

### Advertise in the September "Going Green" *Business Voice Special Edition* and save \$200.

Reserve any size ad space by July 20 and save some green.

Space is limited and will go quickly.

Las Vegas Chamber of Commerce

Contact Chamber Advertising Sales Manager, Jackie Chambers at 702.586.3811 or e-mail [jchambers@lvchamber.com](mailto:jchambers@lvchamber.com) for more information.

# Detailed & organized bookkeeping can translate to a more profitable business

By Dave Archer, CEO, NCET - Nevada's Center for Entrepreneurship and Technology

**M**any small business owners are so wrapped up in the day-to-day running of their businesses that they often let bookkeeping and accounting practices slide. The common lament is, "I don't have a complex budget; there's no need to invest in a costly accounting system."

up your accounting system. There are plenty of good books and software packages on the market that provide step-by-step instructions on developing a bookkeeping system. Or, if you'd like to save some money, you can accomplish the same goal by starting with something as simple as a stack of manila folders and a Sharpie.



While accurate record keeping has always been a fundamental part of small business operations, today's economy makes it a necessity. Outlined below are tips for simple record keeping practices that will help keep your books, and your business balanced and viable during a slow economy:

**Operating budget/cash flow projections:** Regardless of the size and scope of your operation, you have to know how much money you're working with, where it's coming from, and where you plan to spend it. Developing an operating budget should be established as part of your overall business plan.

**Profit & Loss statement (P&L):** Simply put, you need to know when, where and how money is coming in, and when, where and how money is going out. A monthly-updated P&L will let you know whether you're on track. When your records are sloppy, there's a tendency to overlook things. Over time, that can throw your operating budget and cash flow projections out of whack. A few dollars here and there can really start to add up.

**Tax preparation:** Whether you do your own taxes or have an accountant do them for you, the process will be much easier, more accurate, and less likely to trigger an audit when you have records and a paper trail which you can refer.

**Obtaining financing:** If you're planning to apply for any type of loan or attract investors, you'll need to have your financial picture in order, and this includes a detailed operating budget and profit & loss statement.

Once you understand the practical necessity of record keeping, consider the following easy, low-cost, hassle-free way to go about establishing a system that's right for your business:

## Step 1: Choose a system

You can be as simple or as elaborate as you like in setting

## Step 2: Build the basics

If you're going with the low-tech folder and Sharpie system, go ahead and label your folders with the following headings or choose ones appropriate to your business:

- accounts payable
- accounts receivable
- payroll
- assets
- liabilities
- capital expenditures
- bank/financial statements
- sales /marketing reports
- profit & loss statements
- tax-related info
- operating expenses (can be all-inclusive or divided into categories such as rent, utilities, etc.)
- sales tax
- receipts
- purchase orders
- insurance
- invoices

## Step 3: Organize it

Start categorizing your paperwork into the appropriate folders and enter each addition on a log stapled to the inside of your folder. This will let you know what you have at a glance, so reference and retrieval is fast and easy. Once you have all of your folders completed, make a master list of the files you have created.

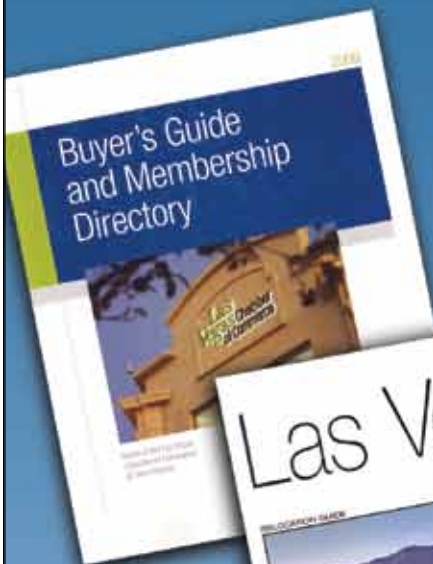
## Step 4: Use it

A detailed accounting and record keeping system not only keeps your business' financial affairs organized, it can also be a good tool for helping you gauge the health of your business on a regular basis. Some folders, such as your bank statements, P&L, marketing reports and cash flow projections, should be reviewed at least once a month. Reviewing your systems can help you determine the following:

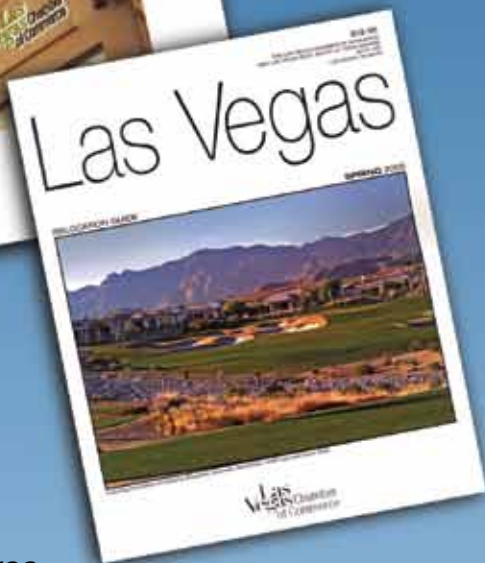
- Are you staying on budget with regard to expenses?
- Are all accounts current?
- Were there unanticipated expenses during the month, or lower-than-expected sales?

*continued on page 28*

***Las Vegas Chamber of  
Commerce Buyer's Guide  
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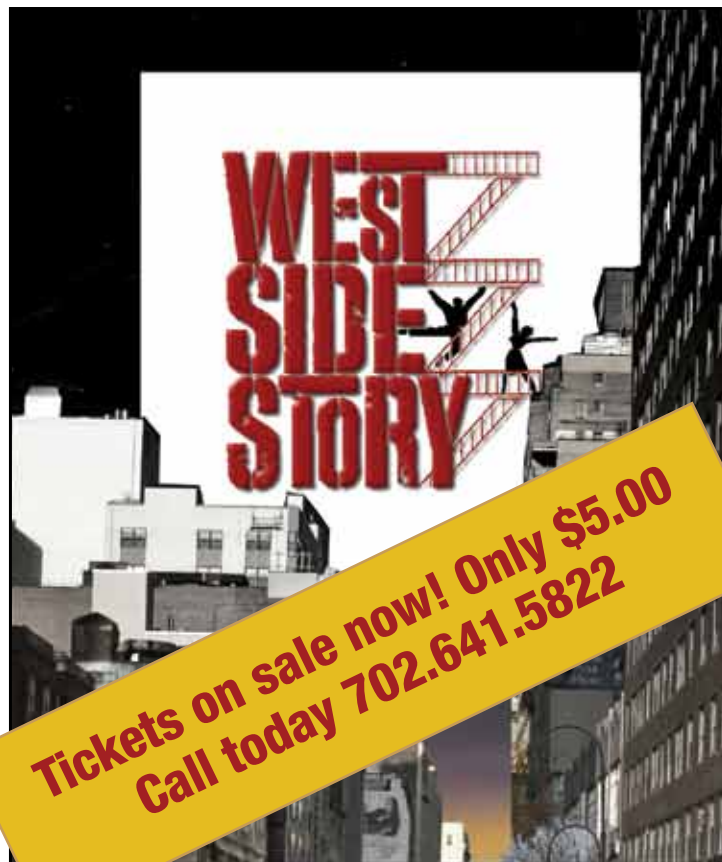
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**Tickets on sale now! Only \$5.00  
Call today 702.641.5822**

**CHAMBER NIGHT  
AT SPRING MOUNTAIN RANCH**

Performance of *West Side Story* hosted by the  
Las Vegas Chamber of Commerce Prospectors

**Tuesday, July 21, 2009**

Spring Mountain Ranch State Park

Gates open at 6:00 p.m. • Performance begins at dusk

\$5 Tickets • Children under 10 are free • No parking fee after 5:00 p.m.

702.641.5822 or [www.lvchamber.com](http://www.lvchamber.com)

Pack your picnic basket and head out to Spring Mountain Ranch for a fun-filled event. Prizes will be awarded for the best picnic spread and raffle tickets will be sold. The grand prize raffle will be a pair of round-trip tickets on Southwest Airlines.



Corporate sponsors (as of 5.26.09):

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**Las Vegas** Chamber  
of Commerce



# July Chamber Events

1

## SBA Roundtable

**When:** Wednesday, July 15  
**Time:** 3:30 - 4:15 p.m. Registration  
 4:15 - 5:15 p.m. program  
**Speaker:** Karen G. Mills,  
 Administrator of the U.S. Small Business Administration  
**Location:** EMBARQ® Conference Center at the Las Vegas Chamber of Commerce  
 6671 Las Vegas Blvd. South, Ste. 300 at Town Square  
**Details:** Mills will lead a round-table discussion with Chamber members on SBA programs and will share how small businesses can access these programs. This is a great opportunity for members to hear first-hand about valuable ways the SBA can assist small businesses. The event is free, but an RSVP is required.

7

## Business Survival Counseling Sessions

Presented by the Chamber & SCORE *FREE one-on-one help sessions*

**When:** Tuesday, July 7  
**Time:** Appointments available at 9:00, 10:00 or 11:00 a.m.  
 (one member per session)  
**Location:** EMBARQ® Conference Center at the Las Vegas Chamber of Commerce  
 6671 Las Vegas Blvd. South, Ste. 300 at Town Square  
**Details:** SCORE counselors will be on hand to provide FREE one-on-one help sessions exclusively for Chamber members. Expert business professionals will help you assess your business concerns and provide you with the advice, tools and resources you need to keep your business operating during this slow economy. There is no charge for this service, though an appointment is required. Call Monica McColor at 702.586.3844.



7

## Business Survival Legal Solutions

Presented by the Chamber & Holland & Hart

*FREE one-on-one help sessions*

**When:** Tuesday, July 7  
**Time:** Appointments available at 6:00 and 6:50 p.m.  
 (one member per session)  
**Location:** EMBARQ® Conference Center at the Las Vegas Chamber of Commerce  
 6671 Las Vegas Blvd. South, Ste. 300 at Town Square  
**Details:** Attorneys from Holland & Hart's Las Vegas office will be available to provide free legal counseling to Chamber members on a variety of topics. In these tough times, the Chamber brings you resources you can't get anywhere else. There is no charge for this service, though an appointment is required. Call Emily Hayes at 702.586.3840.



8

## Chamber Voices Toastmasters

**When:** Wednesday, July 8  
**Time:** 10:30 - 10:45 a.m. Check-in & networking  
 10:45 a.m. - 1:00 p.m. Program  
**Location:** EMBARQ® Conference Center at the Las Vegas Chamber of Commerce  
 6671 Las Vegas Blvd. South, Ste. 300 at Town Square  
**Details:** Looking for a way to improve your communication skills in both your personal and professional life? Membership in Toastmasters is just \$45 every six months. There is no charge for guests.



9

## Vegas Young Professionals (VYP) VYP Business 101 Effective Networking

Fundamentals – Face-to-Face & Online

**When:** Thursday, July 9  
**Time:** 11:30 a.m. - Noon registration & networking  
 Noon - 1:00 p.m. program & lunch  
**Location:** Greenspun Media Group "Strip View Conference Room,"  
 2360 Corporate Dr., 4th Floor, Henderson  
**Speaker:** Will Paccione, internet specialist and owner of WSI-We Simplify the Internet; Mig Pascual, marketing coordinator, Zappos.com/6pm.com; Leslie Taylor, executive director of BNI, Southern NV  
**Details:** Learn the ins and outs of effective networking and communication skills in both the "real" and "virtual" worlds. Cost is \$20 per VYP member; \$35 per non-member and for all walk-ins. Register online at [www.vegasymp.com](http://www.vegasymp.com) or e-mail [vyp@lvchamber.com](mailto:vyp@lvchamber.com).

Sponsored by:



13

## Vegas Young Professionals (VYP) Toastmasters

**When:** Monday, July 13  
**Time:** 5:30 - 6:00 p.m. Check-in & networking  
 6:00 - 7:00 p.m. Meeting  
**Location:** The Platinum Hotel, 211 E. Flamingo Rd.  
**Details:** Exceptional communication skills are vital to success in the business world. VYP has created a Toastmasters group for its members to aid in the development of speaking, presentation and leadership skills. Open and free to all VYP members and guests. Email [vyp@lvchamber.com](mailto:vyp@lvchamber.com) if you plan to attend. RSVP is appreciated.



Hosted by:



14

## Business Survival Counseling Sessions

*FREE one-on-one help sessions*

See July 7 for time and location details

14

## Member-to-Member Marketing Expo

**When:** Thursday, July 14  
**Time:** 4:00 - 6:00 p.m.  
**Location:** EMBARQ® Conference Center at the Las Vegas Chamber of Commerce  
 6671 Las Vegas Blvd. South, Ste. 300 at Town Square  
**Details:** Take advantage of this exceptional opportunity to learn more about how the Chamber works for you! In addition to providing information about Chamber programs and benefits, this event is open to members who would like to showcase their products & services to other members via table-top displays.

Sponsored by:



15

## TBAN July Luncheon

**When:** Wednesday, July 15  
**Time:** 11:45 a.m. Registration & networking  
 Noon - 1:20 p.m. Lunch & program  
**Location:** Cili Restaurant & Bar  
 5160 Las Vegas Blvd South at Bali Hai Golf Club  
**Details:** Cost is \$35 for prepaid reservations and \$45 for walk-ins. RSVP by calling 702.586.8689 or visit [www.tban.us](http://www.tban.us).





#### RSVP Policy

The Chamber has an RSVP policy that encourages early registration for popular programs, and allows our event partners adequate time to prepare for functions. Any reservation made the week of an event will now be subject to a \$5 surcharge. If you have any questions or concerns regarding this policy, please call 702.641.5822

## 5-Minute Networking

**When:** Thursday, July 16  
**Time:** 5:00 - 5:30 p.m. Registration & networking  
5:30 - 6:30 p.m. Program  
6:30 - 7:30 p.m. Mixer  
**Location:** Staybridge Suites  
5735 Dean Martin Dr.  
**Details:** 5 Minute Networking provides the opportunity to connect with numerous other professionals you want to know. This highly effective technique is quickly gaining national recognition. Cost for this event is \$30 for prepaid Chamber members with a guaranteed reservation and \$45 for non-members with a guaranteed prepaid reservation. All walk-ins are \$50.  
**Hosted by:**



29

## New Member Breakfast

**When:** Wednesday, July 29  
**Time:** 7:00 - 7:30 a.m. Registration & networking  
7:30 - 9:00 a.m. Program  
**Location:** Ricardo's Mexican Restaurant  
4930 W. Flamingo Rd.  
**Details:** Learn more about how to make the most of your Chamber membership by attending a New Member Breakfast. This complimentary event, hosted by the Chamber Prospectors, is by invitation only.

Hosted by:

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Audio visual provided by



## Chamber Night at Spring Mountain Ranch

West Side Story *Tickets only \$5.00*

**When:** Tuesday, July 21  
**Time:** Gates open at 6:00 p.m.; performance begins at dusk  
**Location:** Spring Mountain Ranch State Park: accessible by going west on Charleston Boulevard, five miles past the Red Rock Canyon Visitor's Center.  
**Details:** Enjoy a night under the stars at the beautiful Spring Mountain Ranch State Park. The world's greatest love story takes to the streets in this landmark Broadway musical, based on Shakespeare's Romeo & Juliet. Chamber guests are invited to bring picnic baskets and blankets. Prizes will be awarded for the "Best Picnic Spread" and raffle tickets will be sold for fun prize give-aways. Hosted by the Chamber Prospectors, sponsorships for this event are now available and donations are being accepted. For ticket information, visit [www.lvchamber.com](http://www.lvchamber.com).

29

## Vegas Young Professionals (VYP) Discover Yourself and Secrets to Manage Your Career

**When:** Wednesday, July 29  
**Time:** 6:00 - 6:30 p.m. Registration & networking  
6:30 - 8:00 p.m. Program  
**Location:** EMBARQ® Conference Center at the Las Vegas Chamber of Commerce  
6671 Las Vegas Blvd. South, Ste. 300 at Town Square  
**Details:** Which kinds of work do you prefer, and which kinds turn you off? Join VYP and Doug Waggoner, President at Resolution PI, as we dig deep to find out what makes you tick. Learn what pitfalls to avoid and secrets unique to you in managing your own career. Far from fortune telling, his presentation will be based on 53 years of researched and validated psychometrics. Complete a five-minute assessment prior to the event, and then participate in the evening's exciting and interactive discussion. Cost is \$15 per VYP member; \$30 for non-members and all walk-ins. For more information and to register, visit [www.vegasymp.com](http://www.vegasymp.com) or call 702.735.2196.

## Chamber Voices Toastmasters



See July 8 for time and location details

## Vegas Young Professionals (VYP) Toastmasters



See July 13 for time and location details

## Business Survival Counseling Sessions

*FREE one-on-one help sessions*

See July 7 for time and location details

Check out our new web site  
[www.lvchamber.com](http://www.lvchamber.com)



## President's Club



President's Club Member



President's Club Member



President's Club Member



## Spotlights

### **Darren Brown** **General Manager** **Meadow Gold Dairy**

Darren Brown has been with Meadow Gold Dairy for 19 of his 24 years in the Dairy industry. His prior positions have prepared him for his current position as general manager of the Meadow Gold Dairy production facility located in North Las Vegas. Brown was instrumental in the business development and planning of the facility completed in September of 2004. Brown has a seat on the North Las Vegas Chamber of Commerce Board and actively serves in various other religious, philanthropic and community positions.

### **Bina Hribik-Portello** **Regional Vice President** **Life Care Centers of America, Silver Region**

Life Care Centers of America operates more than 220 nursing, sub-acute, rehabilitation, home health and Alzheimer's centers in 28 states. The Silver Region encompasses five facilities in Nevada and Utah. Bina Hribik-Portello joined the company in 1998. She has more than 20 years of experience in health care leadership and has served as administrator at three skilled nursing facilities before overseeing the Life Care Centers' Silver Region. She also has a background in acute care and in human resources management.

### **Ira David Sternberg** **Vice President, Communications and** **Community Relations** **Las Vegas Hilton**

Ira David Sternberg joined the Las Vegas Hilton in 2004. Previously, he was deputy chief of staff for Nevada Lt. Governor Lorraine Hunt and president of IDS Creative Communications. Sternberg has served on the Chamber's Board of Trustees and as president of the Chamber's Business Council. He is an inductee of the Nevada Broadcasters Hall of Fame, graduate of the Leadership Las Vegas Program and was selected as one of the "Most Influential Men in Southern Nevada" by *IN BUSINESS Las Vegas*.

### **Michael W. Yackira** **President and Chief Executive Officer** **NV Energy**

Michael Yackira joined Sierra Pacific Resources in January 2003, and is now president and chief operating officer of NV Energy. His work experience includes extensive roles in operations, finance and regulatory matters. Yackira serves on the Board of Trustees for the Las Vegas Chamber of Commerce and is a board member of the United Way of Southern Nevada and the American Heart Association. He also serves on the board of directors of the Edison Electric Institute and the American Gas Association.

## Board of Advisors Spotlights



### **Pat Campbell** **Regional Manager** **Hire Dynamics**

Hire Dynamics is a staffing and recruitment company that provides customized staffing solutions. Pat Campbell was one of the founding members and is the regional manager for Nevada. She has led the company to become one of the largest staffing companies in Nevada and one of the top 15 fastest-growing staffing companies in the U.S. (out of 10,000). Campbell served on the board of advisors for the Economic Development Authority for Western Nevada prior to moving to Las Vegas in 2006.



### **Jeremiah Cox** **Owner** **ServiceMaster 1st Response**

Jeremiah Cox has literally grown up with the ServiceMaster franchise. Cox opened the First Response branch, which specializes in disaster restoration in Las Vegas in January 2003. Cox now owns one of the largest ServiceMaster franchises, which is ranked in the top 1 percent worldwide. With more than 20 years experience in the industry, Cox has become an expert in the field of disaster restoration.



### **Victor Fuchs** **President** **Helix Electric**

Victor Fuchs began his electrical contracting career at Helix Electric in 1984. In 2001 he acquired the Las Vegas division of Helix Electric, which today is a leader in the industry and the largest merit shop contractor in Nevada. Fuchs is a member of the board of directors and executive board for ABC, AGC, NAIOP and NDA. His community involvement includes Project Sunshine, Opportunity Village and numerous youth teams, 4-H, Safe Nest and other local charitable organizations.



### **Scott Howard** **Principal** **Commercial Roofers, Inc.**

Scott Howard is a third generation roofer/contractor whose family business has been in the Las Vegas Valley since 1959. Howard started in the industry by helping his father as a child, and has since held several positions including project manager, unit manager, and regional manager. He serves as a Trustee of the Las Vegas Metro Police Neighborhood Watch Board, is a graduate of Leadership Las Vegas and has served the Desert Southwest chapter of the National Multiple Sclerosis Society in multiple positions.



### **Michael E. Luce** **President** **The Walters Group**

Michael E. Luce heads the financial and real estate investment segments of The Walters Group. He also participates in the ongoing operations of the organization's multiple golf properties. Prior to this position, Luce served as the director of finance and acquisitions for a real estate development/management company with operating revenues and developments exceeding \$130,000,000 annually. Luce's extended history includes 25 years experience in commercial banking as well as a diverse background in real estate development and senior-level corporate management.



## Board of Advisors Spotlights Continued



**Georges Maalouf**  
Owner and Consultant  
Maalouf Benefit Resources

Maalouf Benefit Resources is a locally owned and operated insurance brokerage and consulting firm specializing in employee benefits. With more than 16 years of industry experience, founder Georges Maalouf has emerged as a foremost expert in the field. His commitment to technology as an integral component of the employee benefits process is helping to redefine the human resource/employee relationship. Maalouf is a lifelong Las Vegas resident and a graduate of UNLV. He is active in a number of local charities and civic organizations.



**Michael Simmons**  
General Manager  
Telesphere

Michael Simmons, general manager for Telesphere, is responsible for overseeing sales, customer service and the technical support staff in the Las Vegas area. With more than 20 years in the technology industry, Simmons is a Microsoft Certified System Engineer and a Microsoft Certified Trainer. He has specialized in VoIP technology since 2004. Simmons started his career with the FBI and holds a bachelor's degree from George Washington University as well as a master's degree from the Glendale Graduate School of Theology.



**David Moody**  
President and CEO  
First Security Bank of Nevada

David Moody is president and chief executive officer of First Security Bank of Nevada. Moody started his banking career as a part-time teller and collector while attending school at Southern Utah State College. After graduating with a degree in business education, he was hired by First Security Bank of Utah as a mortgage loan officer. Upon moving with his family to Las Vegas in 1989, Moody was the first employee in the state of Nevada for First Security Bank of Utah.



**Larry Singer**  
Vice President  
Grubb & Ellis | Las Vegas

Larry Singer is a 30-year veteran of commercial real estate and is consistently one of Southern Nevada's top producing tenant rep agents. Singer has been called upon numerous times to act as Court Appointed Receiver or Bankruptcy Trustee for the management and maintenance of real property. He is an active member of the Las Vegas Chamber's Board of Trustees. In addition, he has served as chairman of the Lied Institute of Real Estate Studies at UNLV and chairman of Big Brothers Big Sisters of Southern Nevada.



**Fafie Moore**  
President/Owner  
Realty Executives of Nevada

Realty Executives of Nevada is repeatedly ranked the No.1 woman-owned business in the *Business Press Las Vegas Book of Lists*. The firm ranked number 94 in the "Top 100 Real Estate Offices in the United States" by RIS Media Power Broker Report for the year 2007 sales. Moore, immediate past chairman of the Las Vegas Chamber of Commerce's Board of Trustees, serves on the boards of Service 1st Bank, Foundation for an Independent Tomorrow, numerous positions within the Greater Las Vegas Association of Realtors and Women's Council of Realtors.



**Colin Sturtevant**  
President / CEO  
Plus 6 Technologies, Inc.

Colin Sturtevant is the CEO and founder of Plus 6, a global provider of video conferencing products. With over 20 years in the industry, Sturtevant has a passion for enhancing the culture of a client's organization by adding the visual component to their daily interactions, often resulting in a substantial decrease in operating costs. Recognizing the need for this expertise in Nevada, Sturtevant moved Plus 6 to Henderson this year from Los Angeles. He is an avid pilot and is actively involved in the community.



**Philip Smith Richards**  
Chairman, President and CEO  
AdvanStaff, Inc.

Philip Smith Richards, co-founded AdvanStaff, Inc. in 1993, and currently serves as chairman, president, and CEO. He became a consulting specialist in "Incorporation for the Professional" during the 1970s. He is also a managing partner of Wealth Management Services, a Las Vegas-based estate management firm. Richards is a registered financial consultant (RFC) and a registered representative of the National Association of Securities Dealers (NASD).



**Cheryl Vereen**  
General Manager  
House of Blues Las Vegas

Cheryl Vereen began her career at House of Blues in 2000, when she opened the Anaheim venue in California. She rejoined House of Blues in 2007, when she became the general manager of the Las Vegas venue. House of Blues Las Vegas is home for live music and southern-inspired cuisine in an environment celebrating the African American cultural contributions of blues music and folk art. Vereen is a mother of two boys and has been married for 10 years.



**Larry R. Seedig**  
President/CEO  
USAA Savings Bank

Larry R. Seedig came to USAA Savings Bank in 1998 as president/CEO and vice chairman of the board. He has over 30 years of banking experience. Seedig serves as the chairman of the board of Goodwill, YMCA and United Way of Southern Nevada. He is former chairman of Nevada Bankers Association, Nevada Microenterprise Initiative, Neighborhood Housing Services and Nevada Community Development Fund. Seedig has a BBA from the University of North Texas and a banking graduate degree from the University of Indiana.



**Harvey Whittemore**  
Chairman and Managing Member  
The Wingfield Nevada Group

Harvey Whittemore is vice president and former managing partner of the Reno office of Lionel, Sawyer & Collins, Nevada's largest law firm. He is also a member of the firm's Administrative and Gaming Law Department. Whittemore's primary areas of legal practice include state government relations, administrative law, planning, zoning and gaming. Harvey graduated from the University of Nevada with distinction in 1974, and from Arizona State University College of Law in 1977. He is a former chairman of the National Gaming Law Council.



**Nippon Oil of Japan** is proud to announce the opening of its first of ten "Eneos Car Care Centers" at 5390 S Decatur Blvd. Las Vegas is the test market for this new concept in the U.S. (702) 454-6680 [www.eneos.us.com](http://www.eneos.us.com)



**Bella Bridesmaid** is a boutique featuring chic, modern bridesmaids dresses. Today's hottest designer collections are found at Bella Bridesmaid including Jenny Yoo, Simple Silhouettes, Charsa, Lula Kate and more. Bella offers fresh, wearable dresses in an intimate one-on-one setting. (702) 547.2355 [www.bellabridesmaid.com](http://www.bellabridesmaid.com)



Lori Morrissey is a licensed realtor in NV and CA, and specializes in relocating families and investors in the dynamic city of Las Vegas! **Century 21 Advantage Gold** is located at 9238 S. Eastern Ave. You may contact Lori Morrissey at (818) 395.5212 or email; [Lorisellsnv@dslextrreme.com](mailto:Lorisellsnv@dslextrreme.com)



**Saxby's** celebrated their grand opening on April 20th at 11370 Southern Highlands Pkwy. #100 in Las Vegas. Locally owned and operated franchise. Open Monday-Saturday, 6:00 a.m. – 7:00 p.m., Sunday, 7:00 a.m. – 5:00 p.m. (702) 263.0716



We are proud to present **Puffin**, a new type of high-end tobacco retail experience. For all-natural smoke or accessories, please stop by 120 East Bruner Ave. #120 to celebrate our opening. (702) 835.0133 [www.puffinlv.com](http://www.puffinlv.com)



**Nevada Association Services, Inc.**, a collections agency specializing in work for homeowners associations and community managers, celebrated its 10th birthday in April. President David Stone and Vice President Andrea Behrens are joined by members of their staff. (702) 804.8885 [www.nas-inc.com](http://www.nas-inc.com)





**Loreto and Palacio Apartments** celebrated its grand opening Friday, April 24, with a ribbon cutting and reception hosted in partnership with the Las Vegas Chamber of Commerce. The event was held at the Loreto Apartments Clubhouse at 7545 Oso Blanco Rd. LV, NV 89149. (702) 396-2247 [www.livevegasstyle.com](http://www.livevegasstyle.com)



**The Loan Gals** are pleased to announce that they are proud members of the Las Vegas Chamber of Commerce. The company is located at 7311 W Charleston #110 and specializes in all of your mortgage needs. (702) 336.9236 or (702) 218.1702. [www.loangals.net](http://www.loangals.net)



**WorleyParsons Polestar** is a provider of professional technical, engineering, and management support services to government clients, facilities, and projects in nuclear industry. WorleyParsons Polestar proudly provides support services to National Security Technologies, LLC, at the Nevada Test Site. (702) 685-2228 [www.worleyparsons.com](http://www.worleyparsons.com)



**Dickey's Barbeque Pit** is proud to announce its first Las Vegas location. Dickey's Barbeque is located at 7430 Las Vegas Blvd., South #110 and specializes in slow cooked barbeque served fast. (702) 220.4227 [www.dickeys.com](http://www.dickeys.com)



**Prism Nightlife** is proud to announce its third year as a successful promotions and marketing firm. PNL corporate office is located at 3960 Howard Hughes Pkwy. #500 LV, NV 89169. (877) 78PRISM [www.prismnightlife.com](http://www.prismnightlife.com)



**Barry Herr CPA** is proud to announce its grand opening. Barry Herr CPA provides audit, tax, bookkeeping, and advisory services for businesses and individuals. It is committed to its clients receiving top quality service at all times. (702) 270.9287 [barry@bherrcpa.com](mailto:barry@bherrcpa.com)





**Les Olson Company** is proud to announce the grand opening of its new building at 2975 Lincoln Road. Les Olson Company specializes in Sharp copiers, printers, scanners, and document management. It also offers service and supplies for HP products. (702) 932.7431 [www.lesolson.com](http://www.lesolson.com)



**AT&T** is proud to announce the opening of another Las Vegas company-owned store located at 5705 Centennial Center Blvd. AT&T offers simple, competitively priced plans and a next-generation wireless network that provides the latest technology. Stop by or call (702) 645.0129 today. [www.att.com](http://www.att.com)



**Roberto's Taco Shop** is proud to announce the grand opening of its newest restaurant. Opened in April, it is located at 4690 W. Cactus Rd. #A. (702) 263.7534 [www.robortostacoshop.com](http://www.robortostacoshop.com)



**Double Helix Wine Bar & Boutique** is pleased to announce the grand opening of its first Las Vegas location on the second level of The Shoppes at The Palazzo. Double Helix is the only wine bar and boutique on the Las Vegas Strip. For a complete list of product offerings, please call (702) 735.WINE or visit [www.doublehelixwine.com](http://www.doublehelixwine.com)



**Bernard's Bistro** is proud to announce the opening of its Henderson location at 15 Via Bel Canto in Lake Las Vegas. You will find fabulous French food, a large selection of wines, delicious desserts and a friendly atmosphere. (702) 565.1155



**Mindi Yogi, LLC** provides yoga instruction, holistic and wellness coaching, Neuro-linguistic programming (NLP) and hypnotherapy. It carries organic body skin care products. (702) 335.6944 [mindiylgi@aol.com](mailto:mindiylgi@aol.com) or visit [www.mindiyogawellness.com](http://www.mindiyogawellness.com)



# Business EXPO 2009 June 24



Mayor **Oscar Goodman**, Channel 13 anchor **Nina Radetich** and **Rossi Ralenkotter**, President of the LVCVA conduct opening ceremony at Business Expo 2009.



Business Expo attracts more than 2,000 attendees. Special thanks to **John Molchon**, **Bob Inman** and the entire Business Expo committee for making the event a huge success!

## And the winners are...



**Best Booth Large Company**  
1st - Payroll Solutions Group



**Best Booth Large Company**  
2nd - Clark County School District Partnership Program



**Best Booth Small Company**  
1st - Computer Trouble Shooters



**Best Booth Small Company**  
2nd - Ford Audio-Video



**Most Likely to Gain My Business**  
1st - Storage West



**Most Likely to Gain My Business**  
2nd - Western Exterminator



**Best Food & Beverage Booth**  
1st - Honey Baked Ham Company



**Best Food & Beverage Booth**  
2nd - Gina's Cuisine Best



**Green Booth**  
1st - Shred-it Las Vegas



**Green Booth**  
2nd - GES Exposition Services

**President's Club**

**F. Rodgers Corporation**  
Myra Stanton

**Gina's Cuisine**  
Gina Maez

**Planet Hollywood**  
Thomas McCartney

**Sellstate NRES**  
Michael Krein

**Board of Advisors**

**National Title Company**  
Jeff Bouchard

**Premier Members**

**Best Mattress**  
David Mizrahi

**Event Compression Group**  
Harvey Louie

**New Members**

**A Bookkeeper's Corner**  
Yaritza Delorenzo

**A Gentle Cleanse**  
Charlene Gullotta

**Action Safety, Inc.**  
James Green

**Advanced Tax Services**  
Leonard Boss

**Affordable Energy Solutions**  
Warren Schmitt

**Aflac**  
John Kolesar

**Alamo Capital**  
Sandra Chavez

**A-List.Biz Entertainment**  
Anthona McNeil

**Amazing Grace Gallery**  
Grace Bryan

**American Family Insurance/**  
Ken Jackson  
Diken Jackson

**Apex Insurance Services**  
Jeremy Ehrlich

**Area 51 Assembly, Inc.**  
Brenda Acton

**Baskin-Robbins**  
Jennifer Holloway

**Best Mattress**  
Steve Cole

**Best Mattress**  
David Mizrahi

**Brad Bradford Inc.**  
Janice Armstead

**Camp Bow Wow Las Vegas**  
Mari Rodrigues

**CheckPoint HR**  
Tina Freedman

**CIEE Council on International  
Educational Exchange**  
William Rouselle

**CIM Marketing Partners**  
Darcy Neighbors

**CMIT Solutions of the Lakes**  
Helen Feng

**CrossFit Las Vegas**  
Zak Forrest

**Diamond Design Group, LLC.**  
Kelly Evans

**DrLife.com**  
Paul Bodner

**DrLife.com**  
Annie Life

**DrLife.com**  
Lauren Tancredi

**El Dorado Engineering  
& Architecture**  
David Pivetti

**Electrical Design & Construction**  
Jeff Kroepfl

**Elizabeth Foley Lawyer LTD**  
Elizabeth Foley

**Event Compression Group**  
Brook Smith

**F. Rodgers Corporation**  
Herb Swanson

**F. Rodgers Corporation**  
Rich Lobes

**F. Rodgers Corporation**  
Ron Patton

**F. Rodgers Corporation**  
Myra Stanton

**First Comp**  
Lance Wright

**Fox Marketing and Print  
Group LLC**  
Paula Fox

**Gavish Real Estate**  
Iddo Gavish

**GFS & Associates**  
Michael Keeler

**Gina's Cuisine**  
D. Keith Maez

**Gina's Cuisine**  
Rose Maez

**Gina's Cuisine**  
Gina Maez

**Global Industry Products**  
Chester Wright

**Green Valley Dental Group**  
Lauren Bursell

**Hampton & Associates**  
Carolyn Hampton

**Harbor Island Medical Center**  
Gary DeShazo

**Healthmarkets-Americans For  
Financial Security**  
Terry Kaplan

**Henderson Engineers, Inc.**  
Thomas Montgomery

**Industrial Support Technologists**  
Vikki Seelig

**Integrity Piping Solutions**  
Pamela Tatarewitz

**Interstate Management &  
Consulting, Inc.**  
John Ritchie

**Job Path Testing.com**  
Dawn Starratt

**KTNV-TV, Channel 13  
Action News**  
Thom Porterfield

**KTNV-TV, Channel 13  
Action News**  
Jim Koonce

**KTNV-TV, Channel 13  
Action News**  
Tracy Granville-Abbott

**Law Office James C. Gallo**  
James Gallo

**Life Tigers, LLC**  
Jase Souder

**Lori's Garden**  
Lori Agajanian

**LV Ink, Inc.**  
Brian Perkins

**MetWest Energy**  
Brian Broadley

**Mission Industries**  
Dean Greenwood

**Momeni & Associates Inc.**  
Mohammed Momeni

**Motel 6 #1324**  
Bobbi Janus

**Mr. Handyman of Las Vegas**  
Joe Cannon

**N.Y.P. Corp**  
John Herda

**NAC Electric Inc.**  
Tom Clift

**National Foreclosure Advocates**  
Joel Molina

**National Pipeline Contractors LLC**  
Dustin Schwei

**National Sports Services, Inc.**  
James Feist

**National Title Company**  
Tracy Bouchard

**National Title Company**  
Philip Bouchard

**National Title Company**  
Debbie Miller

**Network Solutions**  
Anthony Fiorino

**Nevada Asset & Property  
Management Group LLC**  
Vera Barnes

**Nevada Electrical  
Technologies, Inc.**  
Kent Trodick

**Nevada Energy Star Partners**  
Annette Bubak

**North Las Vegas Silvercrest  
Senior Apartments**  
Samantha Charles-Maxwell

**Oasis Reporting Services, LLC**  
William LaBorde

**Orchard Medical Consulting**  
Robin Orchard

**Pioneer Concepts LLC**  
Grace Tam

**Planet Hollywood**  
Bill Feather

**Planet Hollywood**  
Amy Sadowsky

**Planet Hollywood**  
Robyn Peot

**Planet Hollywood**  
Darren Green

**Planet Hollywood**  
Donna Marcou

**Pop's Philly Steak**  
Barbara Walton

**Professional Adjusting  
Service, Inc.**  
James Feller

**Property Management &  
Development**  
Stacy Kennedy

**Purrfect Auto**  
Emanuel Moshi

**Rebel Place**  
Jennifer Winters

**Reza Athari & Associates PLLC**  
Reza Athari

**Roberto's Taco Shop**  
Adan Chairez



Roberto's Taco Shop  
Armando Lopez

Safe Home And Business Inventory  
Conrad Llewellyn

Sagos Baja Tavern & Lounge  
Jason Godfrey

Say It With Style -  
Targeted Promotional Solutions  
Eugene Maresh

See Evolution Equipment, LLC  
Clark Feeley

Sellstate NRES  
Debbie Harris

Sit Means Sit  
Dave Skoletsky

Staples  
Karen Burns

Studio Nevada Inc.  
Michael Titus

T.A.C. Americas Inc.  
Dave Faggoti

TELUS  
Jim Evans

The Richardson Partnership, Inc.  
Caron Richardson

TMG Entertainment  
Paolo Sadri

Tribal Minds-Marketing Development  
& Consulting  
Gina Gavan

Tri-Sun International Inc.  
Raymond Winters

UPS Store #5959  
Jeff Segal

Valley Signs & Lighting Inc.  
Rafael Martinez

Vegas-Ru International Magazine  
Nataliya Shevkonova

Water Resources Consultants  
Ram Janga

Wealworks Enterprises  
Leroy Maughan

Whitney Ranch Dental  
Michael Jones

WHY Ranch  
(White Horse Youth Ranch)  
Sara Green

# Happy Anniversary!

What's the secret to long-term success in the Southern Nevada business community? Establishing long-term and personal relationships with other professionals. What's the most effective way to do that? Membership in the Las Vegas Chamber of Commerce.

Congratulations to the following companies celebrating membership anniversaries in **July 2009**.

## TWENTY+ YEARS

Bank of America - Executive Office (55)

Las Vegas Review-Journal/

Las Vegas Sun (52)

Whittlesea-Blue Cab Co. (51)

Somerset Shopping Center (47)

Frias Holding Company (36)

Gaudin Ford-Porsche-Jaguar (36)

Stewart Archibald & Barney (33)

Clark County, Nevada (33)

Girl Scouts of Frontier Council, Inc. (33)

Rebel Oil Co., Inc. (33)

Sletten Construction of Nevada, Inc. (33)

Ted Wiens Tire & Auto Centers (32)

Nevada Development & Realty Co. (32)

Oakwood Corporate Housing (30)

KTNV-TV/Channel 13 (29)

Bonnie Springs-Old Nevada (27)

Michael Hollingshead, DDS (25)

KIA Insurance-Robert Bishop (24)

Gilcrease Almond Tree Center (23)

Blue Sky Kingdom, Inc. (21)

Liberace Museum (21)

Realty Executives of Nevada -  
Fafie Moore (20)

Furnace Creek Inn & Ranch Resort (20)

Pugsley, Simpson, Coulter Architects (20)

## FIFTEEN YEARS

Insureman-Christopher Pappas

Jewish Federation of Las Vegas

Nevada Corporate Headquarters, Inc.

New York Life Insurance Company

Prudential Americana Group

Realtors-Debbie Primack

RE/MAX Advantage-Dulcie S. Latorre

Wachovia Dealer Services

## TEN YEARS

Alexander Dawson School

at Rainbow Mountain

Ayoub & Associates

Davis Laboratories, Inc.

Desert Radiologists

Eckelkamp Retirement Planning

Las Vegas Philharmonic

Leukemia & Lymphoma Society

LV Wheel Alignment & Brake Service

The Pin Center

S. Adler Business Consulting

Schiff Enterprises

Sun Naturals LLC.

VA Southern Nevada Healthcare System  
(Dept. of Veterans Affairs)

## FIVE YEARS

Aerotech Specialists, Inc

Alpha 1 Construction

American Retirement Planning Group Inc.

Amtel Communications, Inc.

Century 21 MoneyWorld

The Kimball Team

Complete Medical Billing

Crescent Real Estate Equities, LP-

Leslie Balko

Dave Johnson Trucking

The Dental Implant Institute

Emergency Roadside Assistance, Inc.

Epic Gaming, LLC

First Quality Roofing

Helix Electric

Henderson Department of Cultural

Arts & Tourism

Hoover Dam Store

Innovations in Management

Kelly Group Inc.

Lindco Century Blinds, Inc

McGhie's Ski Bike & Board

OneSource Employer Services

Rana Real Estate, Inc.-John Rana

Real Estate Las Vegas Style LLC

Ricardo's Mexican Restaurant

Robert A. Massi, LTD.

S & K Music Studio

South Central Sound - Muzak

Chamber Voices Toastmasters

## Become the speaker and leader you want to be!



Conquer fears. Express ideas. Succeed with Chamber Voices Toastmasters. The Chamber offers its members a public speaking club to help them hone and develop presentation

skills. This professional development program is held every two weeks and is perfect for Chamber members looking to improve their speaking abilities. No RSVP is required. Guests may attend at no charge.

Monthly on the

## 2<sup>nd</sup> & 4<sup>th</sup> Wednesdays

10:45 a.m. - Noon

Las Vegas Chamber of Commerce Conference Center

Club dues are \$45 every six months

For more information regarding Chamber Voices Toastmaster Club visit us online at [www.lvchamber.com](http://www.lvchamber.com).

Las Vegas Chamber of Commerce

## Ecologic Construction's Catherine Hyde on green building trends

**E**cologic Construction is dedicated to providing value-added construction services to customers by creating a successful partnership with them throughout the construction process. Ecologic Construction is a company familiar with The Leadership in Energy and Environmental Design (LEED) Green Building Rating System. The following is an in-depth Q&A with company owner, Catherine Hyde.

### **Q: How has green construction evolved in Southern Nevada over the past 10 years?**

"We don't feel that it has evolved very much. We have seen green construction mentioned more in the media. However, it is the minority of construction companies that practice it on a daily basis. I think this is because the initial focus of green construction was placed on materials and energy-related design concepts. More recently, I see an appreciation of not just the economic, but the social sustainability. I think this will drive more people to take a personal interest, and thus, propel the green construction industry further along at a much faster pace."

### **Q: From a cost perspective, approximately how much more does it cost to build "green?"**

"In my opinion zero. Green construction adopts different approaches and is accorded different priorities. It is not surprising that there are widely divergent views and interpretations. We believe that green can be achieved simply with education and a plan of action. There are many cost-effective materials out there."

### **Q: What are the most common misconceptions about green construction?**

"Cost. More than the actual costs of the resources and materials, I have found that it is the lack of awareness and knowledge of planners, designers and engineers regarding energy and resource-efficient building solutions, the inadequacy of standards, regulations and decision making processes. This sounds like a lot, but it's this very lack of knowledge that creates mistakes and/or contradictions, which in turn, cost money in delays. Construction is an integrated industry comprised of many professionals (designer, architect, engineer, planners, government, etc.). We need to take an integrated approach to these new technologies so we,

as a whole industry, become more efficient, and in turn, reduce costs."

### **Q: Are you seeing more companies "green retrofitting" their spaces when they can't build from scratch?**

"In short, yes. Again, I believe it is a minority. As we become more socially conscious of our actions we will start to reconsider our very wasteful attitudes. The biggest obstacle is not having the knowledge to integrate all of these separate approaches into one cohesive action plan. Here at Ecologic Construction, we're getting ready to debut a 'green retro-fit' service. This will allow the residential and commercial customer to not just 'green' their property, but see, in quantifiable measures, the gains made by their improvements. These gains are not only financial, as seen in their monthly O&M expenses, but are also gains that aid the environment as a whole."

### **Q: What are some of the more innovative green building trends you're seeing these days?**

"The technologies that allow us to use direct solar energy are more widely available, more cost effective, and easier to use. In particular, solar panels, the ease in which to convert solar energy to electricity, solar air conditioning, solar heating and solar light, are just a few examples. All of these are now easier to integrate than ever before."

### **Q: Is the economy impacting the green building movement locally? If so, in what ways?**

"I believe people are more aware of the fact that with just a bit of forethought, quite a bit of money can be saved in the long run. There isn't a better incentive than when it is directly tied into your bottom line! The new government incentives have definitely given the movement more light. Companies are beginning to understand that we should all be more educated to better compete in this market, and not just in the public sector."

### **Q: Can you describe some of the benefits of green construction?**

"The benefits are much greater than conventional building. The most obvious are the financial benefits, such as lower energy and water costs, reduced waste, improved air quality and lower operating and maintenance costs. Another financial benefit that isn't quite seen at first is the employee comfort, which translates directly into reduced health costs and greater productivity. Environmentally, we will reduce our carbon footprint, air pollution and harmful greenhouse gas emissions." ■



## From my desk... *continued from page 3*

Chamber to aggressively advocate for government fiscal restraint and accountability on behalf of the business community. Through these efforts and BizPAC funds, the Chamber has saved businesses thousands of dollars by defeating anti-business bills.

By investing in BizPAC, you pool your political financial resources with more than 1,000 fellow Chamber members to create a strong voice for business, amplifying the effectiveness of your political clout.

Consider your own time and resources – do you have the time and patience necessary to research all of the candidates about their positions



on important business issues? Do you have the time and energy to read through legislation and contact lawmakers about all the issues that may impact

your business? Do you have the time and financial resources to make a meaningful contribution to all the pro-business candidates that you would like to win elections?

Probably not. Thankfully, through your support of BizPAC, the Chamber does all of this for you. BizPAC allows the Chamber to be an influential, active organization that lawmakers must take seriously and counts on member support to achieve these efforts.

That is why I find contributing to BizPAC one of the most cost-effective investments that I make to protect my business.

The 2010 elections are just around the corner. With several State Assembly and Senate seats up for grabs, as well as the gubernatorial election, the Chamber needs to be proactive in rallying our resources to support pro-business candidates. There has never been a more important time for all of us to combine our resources and be involved.

I know that times are tough and that many members are cutting expenses. But now is not the time to cut back on your BizPAC contributions. In fact, now is the time to increase your investment, if possible. Our work is just beginning, and the Chamber and the business community are going to need to keep up our efforts if we are going to elect the pro-business, pro-job and pro-economy candidates that are essential to the future of our state.

Investing in BizPAC is simple. Visit [www.lvchamber.com](http://www.lvchamber.com) to contribute online or call the Chamber's Government Affairs department at 702.586.3815 to set up convenient automatic monthly deductions.

I encourage you to support BizPAC. The Chamber makes it easy to directly give through online contributions. Or you can add your BizPAC contribution to your membership payment. ■

## Crunches numbers. Gets the big picture.

### KNPR listener.

"I'm a KNPR junkie. Everywhere I go, I'll put it on. It's very smart radio.

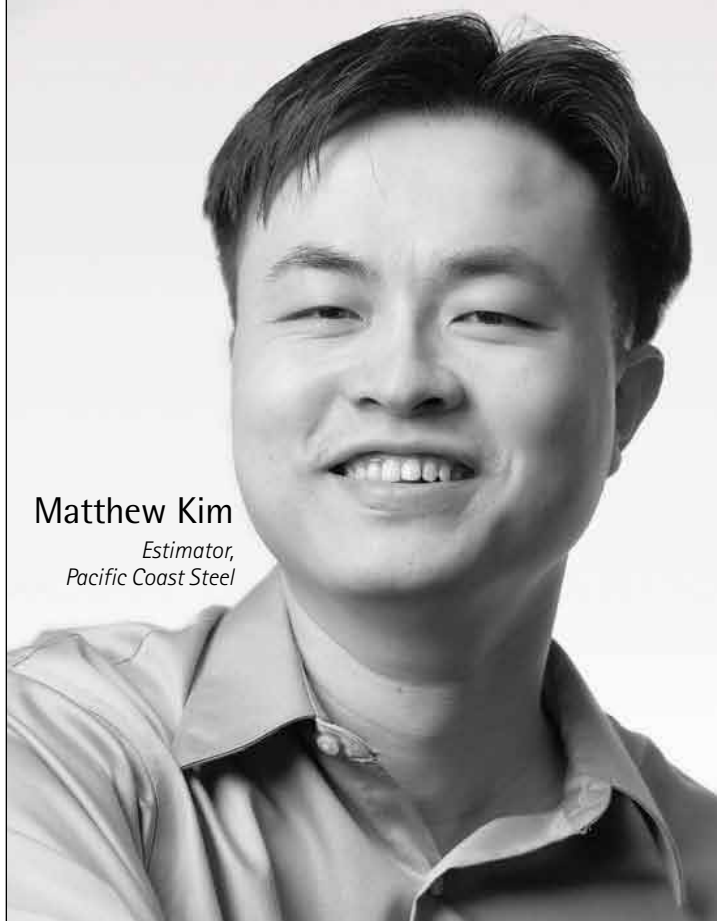
It's how I start my day."

**NEWS 88.9 knpr** NEVADA PUBLIC RADIO

**Your World of Information**

**Matthew Kim**

*Estimator,  
Pacific Coast Steel*





## Reform... *continued from front page*

compensation premiums by preserving Nevada's privatized system and the use of administrative hearings and appeals as the sole remedy for disagreements between the parties. Major components of this success were



- Defeated AB 511, which would have ended the provision of administrative fines and penalties as the sole remedies for violations of industrial insurance statutes by insurers and third-party administrators (and would have permitted lawsuits against insurers, TPAs, and self-insured companies). Employers would have been involved in a wave of expensive litigation, and premiums would have risen to reflect the costs.



- Defeated SB 366, which created the presumption that any injury claimed to have occurred at work, did occur at work. This bill would have led directly to a very substantial rise in workers' compensation medical costs and therefore premiums, as employees who were without health insurance, or belonged to unions that were driven to reduce their health trust expenses, would be tempted to claim most injuries and illnesses as work-related. Employers would have been forced to go through lengthy hearings, appeals, and probably court battles to deny questionable claims. Under current law, the employee, if challenged, must prove that the injury occurred at work.



- Removed a provisions in the introduced version of AB 24 that would have made it much easier for claimants to reopen claims years after they had been closed and would likely have guaranteed the return of an injured employee to the job he or she had held at the time of the injury (despite the loss of thousands of positions in the economic recession).



- Defeated parts of SB 195 and AB 178 that would have overturned the prohibition on using non-physical factors to determine degree of impairment (with one exception), avoiding a possible explosion of questionable benefits, such as occurred in California in prior years.

- Prevented doctor-shopping by claimants who might simply have sought the answer they wanted (AB 178) to avoid returning to work.

- Reduced pressure for future tax increases to fund public sector payrolls by opposing AB 395 (which provided for a form of collective bargaining for state employees) and AB 130 (which would have collective bargaining for a metropolitan police force to be conducted only by the Sheriff.) The Governor vetoed both bills, and the Chamber's opposition provided some of the justification.

- The Chamber prevented a dramatic surge in business litigation expenses through successfully lobbying to sustain the Governor's veto of AB 22 which would have greatly increased the likelihood that businesses accused of deceptive trade practices would have been subject to litigation instead of the current mainly administrative process.

- Successfully lobbied to sustain the Governor's veto of AB 381, which would have significantly reduced the permissible use of arbitration in business contracts, resulting in far more reliance on costly litigation to resolve disputes.

- Reduced some of the pressure to raise taxes in future downturns by supporting the passage of AB 165, which enlarged the state's "rainy day fund."

For a full list of bills the Chamber fought on your behalf please visit [www.lvchamber.com](http://www.lvchamber.com) or contact the Government Affairs Department at 702.641.5822. ■

## Bookkeeping... *continued from page 14*

Regularly reviewing your records will help you identify trends, budget over-runs or slow-paying clients in a timely manner so you can address issues before they get out of control. Having all of your financial information at your fingertips can also make it easier to make quick and well-researched financial decisions during this slow economy. For example, I know one small business owner who, on her operating budget, highlights line items that can be temporarily reduced or eliminated during months when cash flow is slower than anticipated.

Solid bookkeeping is a vital element of your business. Make it a priority to organize yourself today!

NCET, Nevada's Center for Entrepreneurship and Technology, helps Nevadans start and grow businesses and connects them to the resources they need to succeed. Visit [www.NCET.org](http://www.NCET.org) for more information. ■

And you can become a fan of *LV Chamber on Facebook*. Both are great tools to help keep you informed on the latest happenings at the Chamber.

**Coming in the August issue of The Business Voice**

A sneak peak at our August featured Power Lunch speaker, as well as information on how you can join fellow Chamber members in cruising the bays and railways of New England in autumn.

**Free and low-cost health screenings for Las Vegas Chamber members and their families.**

Chamber Insurance and Benefits, LLC will host a Health and Wellness Fair on Wednesday, August 5, 2009 at the EMBARQ® Conference Center at the Las Vegas Chamber of Commerce from 9:00 a.m. to 2:00 p.m.

Chamber Insurance and Benefits believes early detection of potential health issues is an important factor for your long-term wellness. Simple screening



tests for high blood pressure, high cholesterol, prostate and thyroid problems can make all the difference in the world. It's better to be proactive than reactive when it comes to your wellbeing and that of your family. Join us at the fair.

Cholesterol	\$5.00
Glucose	\$5.00
Blood Lipid Panels	\$30.00
PSA (prostate for men)	\$10.00
Thyroid (T3, T4, TSH)	\$15.00

The Health and Wellness Fair is sponsored by St. Rose Dominican Hospitals, Health Plan of Nevada and CI&B.

For more information and to RSVP, call 702.586.3887, or go to [www.chamberib.com](http://www.chamberib.com).

EMBARQ® Conference Center  
Las Vegas Chamber of Commerce  
6671 Las Vegas Blvd. South, Suite 300  
Las Vegas, NV 89119

**Chamber members that accept credit/debit cards can save 10-30% on their processing fees with the new Chamber's Merchant Services Program.**

**See more information on page 4.**

**Call Les Harris @ Heartland Payment Systems at 702.982.5838 to get a free no obligation analysis of your statement for credit card or e-mail Les at [leslie.harris@e-hps.com](mailto:leslie.harris@e-hps.com) or visit [www.heartlandpaymentsystems.com/leslieharris](http://www.heartlandpaymentsystems.com/leslieharris)**



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The Las Vegas Chamber of Commerce is proud to provide members with a place to publish their current announcements. Please follow the submission guidelines outlined at the bottom of page 3 under "Helpful Hints" section. Submissions not following the guidelines may not be published. E-mail news items to [pr@lvchamber.com](mailto:pr@lvchamber.com) or fax to Public Relations at 702.735.0320.

### Do you want to get the most exposure for you next special event, or publicity about your grand opening or new product launch?

The Las Vegas Chamber of Commerce Public Relations Department can help you maximize your exposure by giving you a comprehensive list of media contacts. This list includes key contacts at all major Television, Radio and Print publications in Southern Nevada.

Chamber Members	\$69
Non - Members	\$99

Contact the Public Relations department at 702.641.5822 or email at [pr@lvchamber.com](mailto:pr@lvchamber.com)

## Coming Events

**University of Southern Nevada** and **UnitedHealthcare** are presenting a free public health festival providing complimentary wellness screenings. The event will be held from 9:00 a.m. – 1:00 p.m. on Thursday, July 16 at UnitedHealthcare, 2716 N. Tenaya Way.

**Prism Nightlife** is hosting a party every Wednesday night at Lavo nightclub for Label Junkie, featuring a weekly fashion show.

**University of Nevada Cooperative Extension** is offering three summer classes on the principles of landscape management for professional landscape workers and small landscape business owners.

## Congratulations

David R. Scherer, senior vice president, Office Group and Nelson L. Tressler, senior vice president, Retail Group of **Grubb & Ellis Las Vegas** were recently honored as top producers at Grubb & Ellis' Circle of Excellence Awards.

**The Plumbing Heating Cooling Contractors of Nevada Education Foundation** announces seven apprentices graduated from its state-approved 4-year program.

**Nevada Public Radio's Desert Companion** received the Maggie Award in the category of "Quarterlies/Consumer" magazines for its November 2008 issue. The Maggie's honor excellence in editorial, design and promotion of print and electronic magazines.

**Burke & Associates** has promoted Scott Bonebrake, LEED AP to senior project engineer. Bonebrake received his Construction Science and Management degree from Kansas State University.

**BDO Seidman, LLP** announced that Jeremy Copeland, director of business development, has graduated with an MBA from the University of Massachusetts, Amherst, with honors.

**Las Vegas Business Press** reporter Tony Illia received the 2009 Robert F. Boger Journalism Award, Honorable Mention, for featuring writing from the Construction Writers Association.

**Lionel Sawyer & Collins** attorney Greg Smith has been named one of the

nation's top ten attorneys for labor law by Human Resource Executive magazine and Lawdragon. In addition, attorney Jennifer Roberts has been honored as a Rising Star by Casino Enterprise Management magazine's 2008 Great Women of Gaming Awards.

## Announcements

**Les Olson Company** celebrated the grand opening of its newest location at 2975 Lincoln Road. The new location will create new jobs and help the company better serve its customers.

Karolyn Johnston has joined **Big Traffic Mobile Billboards Worldwide** as a senior account executive. Johnston is responsible for generating business leads, creating partnership proposals, developing and managing client relationships and outdoor billboard campaigns.

**Sunrise Children's Hospital** and **Southern Hills Hospital** have partnered to open Sunrise Children's at Southern Hills, offering pediatric emergency services at Southern Hills Hospital.

**Red Carpet Marketing** has officially changed its name to **Red Carpet Marketing & Public Relations** to better reflect the services it offers its clients.

**N9NE Group** is purchasing renewable energy credits (RECs) to offset 100 percent of the total calculated carbon dioxide emissions associated with six of its venues including N9NE Steakhouse, Nove Italiano, Rain Nightclub, ghostbar, Moon Nightclub and Playboy Club at the **Palms Casino Resort**.

**FDM4 America** has opened its United States operations in Henderson. The 7,500 square foot facility is equipped with state-of-the-art HD video conferencing and VoIP.

Joe Stella has joined **Vanguard Media Group** as senior account executive. He brings more than 22 years of media and marketing experience to the company.

**Crisci Builder** has hired Eric J. Tune as project manager, and Bill Hogan as business development advisor.

**GES Exposition Services**, a leader in exhibition and event services, announced the promotion of Rich Demeter to vice president of operations for Las Vegas and the recent hiring of John Hinkell as vice president of tradeshow electrical services.

Bill Hargraves has joined **Stanley Convergent Security Solutions** as a senior security consultant.

**Profit and Las Vegas Bookkeeping** has expanded its services to include a comprehensive payroll department to service all payroll needs for small to medium sized businesses.

**Nevada Commerce Bank** has hired Carlos Isaac as assistant vice president/business development officer. Isaac will be responsible for new business development and promoting products and services within the business community.

## Community Service

**Snell & Wilmer** received the **Boys & Girls Clubs of Las Vegas** 2008 Helping Hand Award for its pro bono legal work on behalf of the organization.

**Boys Town Nevada** honored J.K. Houssels and family with its 2009 HOPE Award at the 5th Annual Journey of Hope gala at the **Las Vegas Hilton**.

**City National Bank** awarded 33 Reading is the Way Up grants totaling \$16,500 to support literacy-based projects at elementary, middle and high schools in Nevada.

**The Professional Institute of Technology** is offering free four-hour computer course covering the basics of computer and resume/job search skills. The class is open to all unemployed workers.

## On the Move

**Quality Towing Corporate** office, including all administrative functions, has moved to 720 W. Cheyenne Ave.

## Projects and Deals

**SH Architecture** is completing conceptual design on the new gateway building for the College of Art and Architecture at the University of Idaho.

**Commercial Executives** recently brokered the sale of raw land located in North Las Vegas valued at \$1,300,000.

**The Richardson Partnership, Inc.** submitted a modular classroom design called Learning Adaptable Building Systems (L.A.B.S.) to the Architecture for Humanity's Open Architecture Challenge.



# “City National helped my practice grow.”

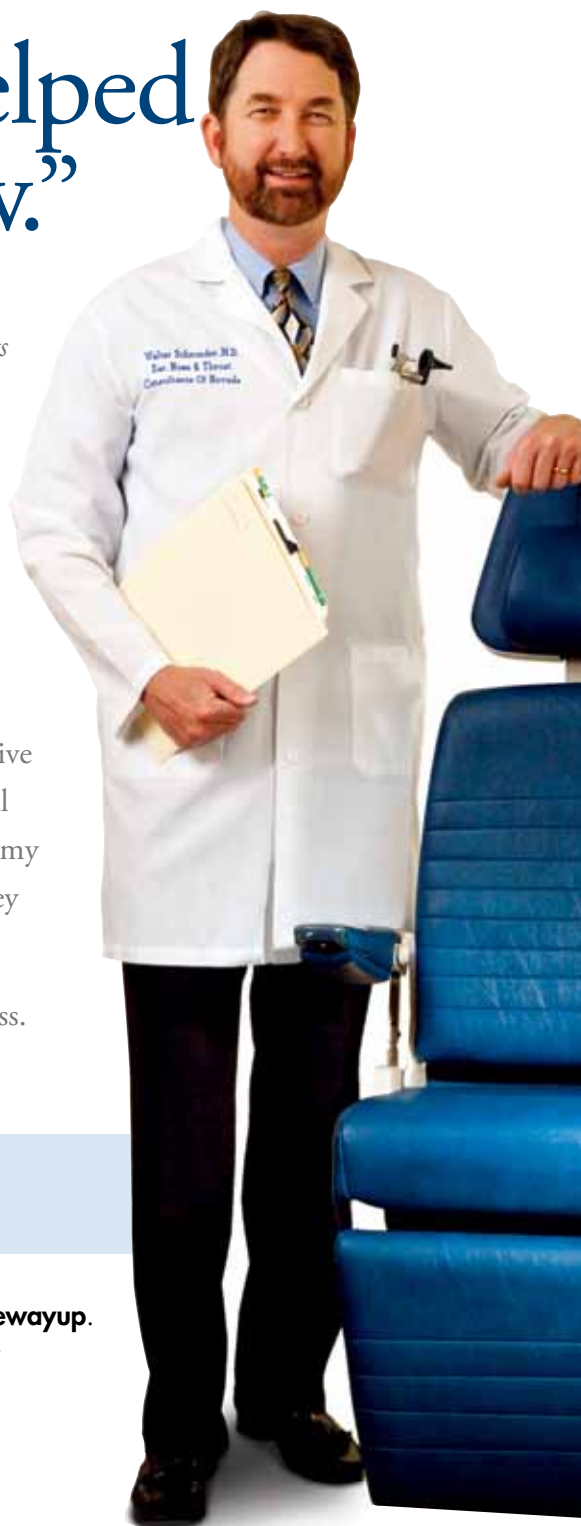
In 1993, I started *Ear, Nose and Throat Consultants* in Las Vegas. Now we are a nine-partner practice. We bank with City National because they always look for ways to help, just like a community bank would do. But they are large enough to provide all the resources we need to keep growing.

City National is a very unique bank. They work with you and help you grow, but they are conservative in their approach, which has been extremely helpful over the last few years. I have City National handle my personal wealth management, too. The fact that they are very safe and sound is especially comforting.

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**Walter Schroeder, M.D.**  
*Ear, Nose and Throat Specialist*

To hear Dr. Schroeder's complete story visit [cnb.com/thewayup](http://cnb.com/thewayup).  
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Blood Lipid Panels	\$30.00*		

\*These tests require a 10-12 hour fast (we recommend at least 8 hours for accuracy); participants can drink water only.

**Wednesday, August 5, 2009**  
**9:00 a.m. to 2:00 p.m.**

For more information and to RSVP, call:

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